

Acquisition Reform Success Story



B-1B Block E Computer Upgrade and WCMD Integration Program

Program Manager (PM): Col. Robert H. Matthews
Program Executive Officer: MGen Robert F. Raggio
Contractor: Boeing NAAD
Contractor PM: Mr. Howard Chambers
Success Story POC: Dennis Penka ASC/YDI (MTC),
DSN:785-4194

Program Description

The B-1B Conventional Mission Upgrade Program (CMUP) is a multi-phased initiative to upgrade the B-1B's weapon delivery system, the avionics computer complex and defensive avionics system. These upgrades will enable the B-1B to accomplish future bomber conventional missions as the backbone of the bomber force. The Block E portion of CMUP is the computer upgrade and Wind Corrected Munitions Dispenser integration program.

How Streamlining Made a Difference

The Block E contractor/government team prototyped the TOPS (Teaming on Proposals) concept to streamline and accelerate the contract award process. Open and continuous team communications were used to evolve a common understanding of the requirements and terms and conditions of the final contract. All technical and price issues were resolved *before* the formal proposal was submitted, with a resultant time savings at the end of the process. The new \$179M EMD contract was awarded exactly two weeks after the Program Executive Officer gave approval to finalize negotiations. The TOPS non-adversarial, partnering relationship is a "win-win" solution for the entire government-contractor team.

CONTRACT	MEASURE	FROM	TO
Block C Production (\$8M)	Requirements Identified to Award (days)	270	
	Proposal Receipt to Award (days)	163	
	Negotiations Complete to Award (days)	49	
Block D Pre - EMD (\$60M)	Requirements Identified to Award (days)	260	
	Proposal Receipt to Award (days)	105	
	Negotiations Complete to Award (days)	45	
Block D EMD (\$232M)	Requirements Identified to Award (days)	570	
	Proposal Receipt to Award (days)	169	
	Negotiations Complete to Award (days)	43	
Block E EMD (\$179M)	Requirements Identified to Award (days)		261
	Proposal Receipt to Award (days)		53
	Negotiations Complete to Award (days)		13